

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: October 1996

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Sea-Land	38%	13%	22 Days <sup>3</sup>	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Mitsui OSK	36%	25%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Maersk	9%	4%	21 Days <sup>3</sup>	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	6%	5%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hanjin	4%	21%	27 Days <sup>3</sup>	\$5.10	\$7			\$34				840 pkgs.	\$5,022
P&O Nedlloyd	4%	2%	27 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hyundai	3%	7%	23 Days	\$4.18	\$7			\$34				840 pkgs.	\$4,249

3 Transit time is based on departure from Tacoma, WA.

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## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Fresh Apples

*Monthly Market Share For: October 1996*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
APL	36%	37%	19 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
OOCL	18%	19%	15 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
Sea-Land	18%	2%	19 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
Maersk	9%	29%	19 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
Hyundai	9%	5%	23 Days	\$7.00	\$7			\$34				850 pkgs.	\$6,888

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: October 1996

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Maersk	54%	27%	10 Days <sup>3</sup>	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Sea-Land	20%	12%	27 Days <sup>3</sup>	\$3.59	\$7			\$34				840 pkgs.	\$3,754
APL	18%	17%	22 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Mitsui OSK	1%	3%	20 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
OOCL	1%	3%	15 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
NYK Line	1%	3%	24 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
P&O Nedlloyd	0%	31%	27 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Hyundai	0%	31%	24 Days	\$3.49	\$7			\$34				840 pkgs.	\$3,670

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: October 1996

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
NYK Line	41%	33%	14 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Hyundai	26%	25%	18 Days	\$3.30	\$5		9%	AI				840 pkgs.	\$3,111
Neptune	20%	20%	30 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Hapag-Lloyd	6%	4%	14 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
APL	2%	6%	19 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Mitsui OSK	2%	1%	21 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Evergreen	1%	6%	10 Days <sup>3</sup>	\$3.55	\$7		9%	\$34				840 pkgs.	\$3,988
OOCL	1%	2%	21 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851

3 Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: October 1996

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
APL	39%	42%	22 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Maersk	26%	30%	22 Days <sup>3</sup>	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Hyundai	14%	8%	17 Days	\$3.37	\$7			\$34				840 pkgs.	\$2,921
OOCL	11%	10%	15 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Sea-Land	5%	5%	25 Days <sup>3</sup>	\$3.57	\$7			\$34				840 pkgs.	\$3,737
NYK Line	2%	2%	21 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Hapag-Lloyd	1%	1%	22 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Mitsui OSK	1%	0%	24 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: October 1996

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Maersk	45%	27%	17 Days <sup>3</sup>	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Sea-Land	32%	20%	25 Days <sup>3</sup>	\$4.38	\$7			\$34				840 pkgs.	\$4,417
APL	12%	21%	17 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
P&O Nedlloyd	5%	3%	17 Days <sup>3</sup>	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	4%	16%	17 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
NYK Line	1%	0%	26 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417

3 Transit time is based on departure from Tacoma, WA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: October 1996

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Maersk	37%	22%	15 Days <sup>3</sup>	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Sea-Land	30%	8%	24 Days <sup>3</sup>	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
APL	16%	24%	15 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
OOCL	9%	21%	15 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Hyundai	2%	5%	17 Days	\$4.23	\$7		16%	\$34				840 pkgs.	\$4,860
Neptune	2%	5%	20 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Mitsui OSK	1%	3%	12 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
NYK Line	1%	3%	22 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
P&O Nedlloyd	1%	1%	21 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006

3 Transit time is based on departure from Tacoma, WA.

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## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To Tokyo, Japan

Fresh Apples

*Monthly Market Share For: October 1996*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Kline	71%	17%	12 Days <sup>3</sup>	\$3.30	\$7		47%	\$34				950 pkgs.	\$5,387
NYK Line	29%	1%	10 Days	\$3.30	\$7		47%	\$34				950 pkgs.	\$5,387

3 Transit time is based on departure from Tacoma, WA.



# Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Hong Kong

Fresh Apples

Monthly Market Share For: October 1996

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
APL	33%	21%	12 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Hyundai	22%	17%	13 Days	\$3.30	\$7			\$34				840 pkgs.	\$3,510
Mitsui OSK	17%	9%	12 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
OOCL	12%	16%	12 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
COSCO	8%	13%	25 Days	\$3,402 <sup>1</sup>	AI			AI				840 pkgs.	\$3,402
NYK Line	5%	5%	16 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Evergreen	1%	7%	19 Days <sup>3</sup>	\$3.30	\$7			\$34				840 pkgs.	\$3,510
Kline	1%	0%	13 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Sea-Land	1%	0%	18 Days <sup>3</sup>	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Yang Ming	0%	5%	16 Days	\$3.50	\$7			\$34				840 pkgs.	\$3,678

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.